

The Greatest Reductions in July. OUR MID-SUMMER CLEARANCE SALE. PRICES DEEPLY CUT. In Many Instances Below Cost.

A trip to E. T. Faulkner Company's Store means a money making trip, because it is bound to result in the largest money saving you have ever made.

A Sale marvelous in point of quality, remarkable in point of variety and phenomenal in point of mid-summer clearing Bargains. Retail prices or cost to us are not even considered. Tomorrow is the day.

READY TO WEAR

- department gets in the chase to give the best bargains in the store. Percale Wrappers, genuine bargains, 50c for 75c. Batiste Kimonas 48c for 75c. Percale and Gingham Waists for \$2.00. \$2.00 Shirt Waists, \$1.25 for a small lot of 10.00 Gingham Skirts, special for 50c. \$1.25 Shirt Waists, newly made, for 98c. \$2.50 Silk Waists, special for \$1.98.

Special Window Shades, 25c

WHAT PRICES.

- 10c. Dress Gingham, special 5c. 12 1-2c. Duck, navy blue, 63c. 40c. Long Cloth, a bargain 83c. Unbleached Cotton, thirty-six inches wide, 5c. 10c Gauze Vest for 5c. Tape neck and sleeves—two to a customer. 12 1-2c. Turkish Towels, large size, 10c. 40c. White Dress Linen 25c. A lot of 12 1-2c. Embroideries for 87c. 50c Wrist Bag for 25c.

PROFITS HAVE

- been torn all to pieces in our silk department. Silk Mousseline, a full line of popular colorings, 10c. value, 113c for. Dotted Mousseline, in short lengths, the regular 90c. value, 15c. Embroidered Mousseline, in champagne colors, 50c. value, 19c. Shantung Silk, this comes in short lengths, 30c. value, 25c.

10c Laces, 4 1/2c

IF YOU WILL

- only pay our White Goods department a visit our special prices will surprise you. 12 1-2c. White Madras, 53c. 10c. White Lawn, sheer and fine, 5c. 17c. Wash Organdy, forty inches, for 83c. 17c. Dotted Swiss, small dots, for 9 1/2c. 25c. French Organdy, 2 yards wide, for 12 1/2c. 50c. French Organdy, soft finish, for 25c.

Men's 50c Gauze Shirts, Monday, 25c

Cannon Cloth, special for 93c

50c and 75c Valenciennes Lace for 35c.

READ CAREFULLY

- how ridiculously low we have cut prices on Wash Goods. Sheer Lawns, neat effects, 47c for 12 1-2c. Sheer Batiste, short lengths 53c. 12 1-2c. Lawns, forty inches wide 5c. 15c. Sheer Batiste, light effects 73c. 5c. Figured Organdies, 12 1/2c. 10c. Madras, thirty-six inches wide, 63c. 10c. Flaked Bourrette cut 12 1/2c. 12 1-2c. Flaked Voile cut 83c.

Misses Lace Hose, White, 10c

MANUFACTURER'S SAMPLES

Mueller Underwear sale now going on. Drawers, Corset Covers and Gowns cut to 25c.

MANUFACTURER'S SALE

of Sample Skirts, White Duck, Pique and Linen; also some Colored Skirts, ranging in price from \$1.00 to \$6.00. Worth almost double.

Men's \$1.00 Shirts for 69c

30c. Wide Cluny Lace 15c

E. T. FAULKNER CO.,

THE DAYLIGHT CASH STORE, FIRST AND BROAD STREETS.

WE ARE AGENTS FOR STANDARD PATTERNS.

MILLIONS TO BE MADE IN ROCKY MOUNTAINS

Thomas S. Walsh, the Mining King, Talks With Mr. Carpenter on Gold Mining.

GIVES ADVICE TO YOUNG MEN

Some Practical Advice to Young Men—How the Camp Bird Mine Was Discovered.

By Frank G. Carpenter.

Washington, D. C. "I have been an employer for many years. I have no trouble with my labor and I have never had a strike." These were the words of one of the richest mine owners of the United States—a man who has made many million dollars out of gold mines, and who has mines out of which he is now taking millions more. I refer to Thomas F. Walsh, the owner of the Camp Bird and other valuable properties in Colorado, that State where mining troubles are rampant. When he said this we were sitting in the parlor of his great mansion on Massachusetts Avenue, talking of gold mining as a business and of his experiences in it.

"How do you accomplish that result?" I asked. "In the first place," replied the mine owner, "I treat my men as though they were human beings. I realize that their work is hard and that their conditions should be made as easy as possible. I have been doing what many employers in Europe and the United States are now doing; that is, trying to better the sanitary and living arrangements of my employees. The ordinary mining boarding house is a shack with poor rooms and poor cooking. I have seen that my men are well housed and well fed. They have places to dry their clothes as soon as they come out of the mines. We have baths, with porcelain tubs and other modern conveniences. The rooms in which they live are lighted with electricity and heated by steam, and their meals are well cooked."

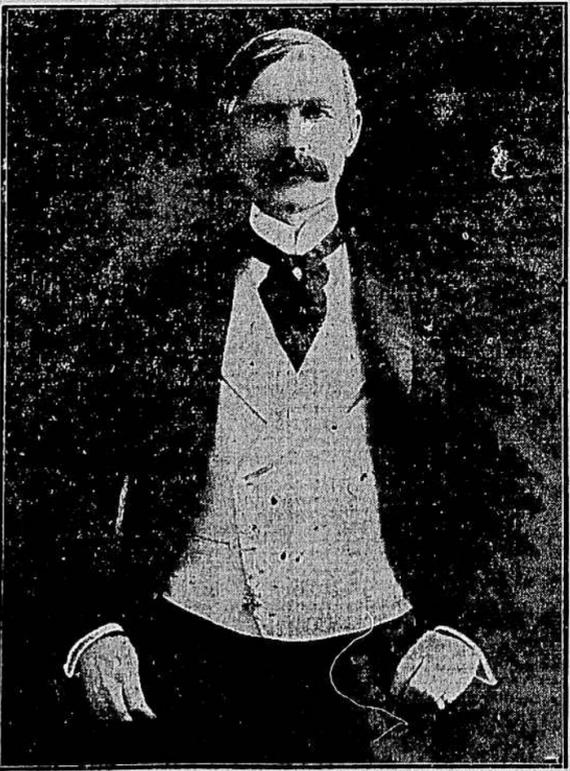
"Do you pay higher wages than other operators?"

"I think not," said Mr. Walsh, "although we pay the highest current rates. We were among the first to adopt the eight-hour day, and did so long before it was decided in the courts that it could not be enforced."

"What is the cause of the mining troubles in Colorado?" I asked.

"There is nothing the matter with them," was the reply, "and they have been largely fomented by the leaders of the miners' unions. I think both operators and miners have been to some extent in the wrong. The situation is a deplorable one."

Closed Shop and Sympathetic Strike.



MR. THOMAS F. WALSH.

Latest Photograph of the Mining King.

—Copyrighted by Buck, 1904.

working people raised, not only here, but in Europe as well. Conditions in Europe are worse than they are here. Indeed, one of the chief difficulties of raising our labor is the competition which comes in with the cheap labor from abroad."

"How can such improvement be made?" By the Civic Federation, I suppose?

"Yes, the Civic Federation can do and is doing good," said Mr. Walsh. "It is bringing the employer and employe together. The employe sees that the employer has not horns and hoofs, and the employer is learning that the employe at the bottom is the same kind of a man that he is, and that he should be treated as such."

The Genesis of a Millionaire.

"Tell me something about yourself as a laborer," Mr. Walsh. I understand you have done considerable work with your hands?"

"Yes, I have," replied the mining millionaire. "My success, such as it is, has come from hard work, allied to my natural ability in discovering and testing the

precious metals. I have been engaged in this occupation for many years and have traveled all over the Rocky mountain region again and again, exploring mining properties, and now and then investing in them."

"How did you start mining?" I asked.

"I have always been more or less interested in geology, and as I look back over my life it seems to me as though my fate was early cast in this direction. My father was a farmer in Tipperary county, Ireland. I was born there about fifty-three years ago, and was educated in the common schools. It was the custom to send the teachers in Dublin every year or so for a course of normal training, and once I remember our teacher brought back a chunk of granite. The country about us was all limestone, and this granite was a great curiosity. With that began my first study in geology, and perhaps my first step toward mining."

"Shortly after that my father apprenticed me to a millwright, and thereby put me up another step, although at the

time it was thought I was making a descent in the social scale. You see, the farmer in Ireland considers himself above the mechanic, clerk or tradesman. Had I remained on the farm I might have been a wealthy man, without any mechanical knowledge, and I should be no better off to-day, perhaps, than thousands of poor Irish farmers in different parts of the United States. By making me a millwright I was forced to learn about building mills and hanging millstones, knowledge which became very valuable when I had to construct works for operating mines. I worked with the millwright employer for four years and then crossed the Atlantic."

Shingling Houses in Massachusetts.

"How did you happen to come here?"

"The time was just after the close of the Civil War," said Mr. Walsh. "The land had many men in the Union army, and the whole country was little more than a county of the United States. I had brothers in the army, and we read the newspaper reports of the battles. I got the American fever at a very early age and at nineteen crossed the Atlantic to Massachusetts. My first work was as a carpenter, and much of it was shingling houses. This was new to me, as we used other materials for roofing. It was easy to learn, however, and I had no trouble. I stayed there two years working for \$3.50 or \$4 a day. That seemed a lot of money to me then."

"What kind of a prospector are you, Mr. Walsh?" I asked.

"I have never been a prospector in the ordinary sense of the word," was the reply. "I mean, I have never traveled over the country with a pick on my back digging about here and there to find gold. I have examined many mining properties, and have been successful in some of them. I have always been on horseback and by train. I have done but little of the dirty work of mining. Shortly after I went to Colorado I began to study geology, mineralogy and metallurgy, from practical studies. I soon found that I had a natural ability—an intuitive perception, you might call it—as to the values of ore in the rock. The Lord gave me this, and I take no credit for it. It enables me, however, to tell a good thing when I see it, and my mining experiences are made up of the hunt for good things and investing in them. In my prospecting I have never asked to whom the mines belonged. I have gone in and tested them, and if I thought they were good I developed them. As a result I have been very successful."

"Then your fortune was not made in a minute, Mr. Walsh?"

"No, I have met with success and failure, but as a rule have gone on and better. I had made enough to retire, and in fact, had left the West and come East to live. I had then an income of steadily doing better and better. I had made enough to retire eighteen years ago, about \$15,000 a year, which at that time would be more than for any man. Then the panic came on and my fortune was lost. As a result, I went back to mining. I have succeeded very well since then. I consider mining my business, and expect to keep at it for years to come."

A Modest Millionaire.

As Mr. Walsh thus modestly spoke my mind went over the stories which are current as to his vast mining properties, his lavish expenditures here and in Paris and his enormous income. The house in which we were sitting is said to have cost a million dollars. It has been reported that he once refused \$35,000,000 for the Camp Bird mine, which is only one of his properties, and I have heard his income estimated at from \$100,000 to \$1,000,000 per month.

These matters were too personal for me to touch upon in my conversation with him. Mr. Walsh is one of the most unostentatious men I have ever met, and he is, I venture, as simple and plain in his manners now as he was when he shingled houses near Boston at \$4 per day. He is a man of fine mind and good education; although the same has been acquired in the college of experience and private study rather than in a classical university. He talks slowly, but very interestingly and in mining matters as scientifically as a mining engineer. He is a mining engineer, being a member of the American Association of Engineers and also president of the Irrigation Association of America. You might talk to him for hours, and if you did not know him, you would not learn from him that he had made millions in mining, but he is one of the richest men of the country, that he has hobnobbed with kings in Europe and that he has by all odds the finest mansion at the capital of the United States.

Mining as a Business.

"What kind of a business is mining, Mr. Walsh?" said I, continuing the conversation.

"It is one of the best of businesses," said this man who is one of the richest in the world. "It is an honest business. It does not have to cut your neighbor's throat, nor fight with him, making it impossible, your success out of his ruin. The successful miner is always adding to the wealth of the country. He takes the treasures out of the ground and distributes them for the good of mankind. I am glad to have it as my business."

"How about the chances of success?" I asked.

"I think they are greater than in almost any other business," said Mr. Walsh. "That is true, said I, "but it is a very careful and intelligent operator. I mean the man who engages in mining as he would in any other business, who studies the subject who carefully investigates before he invests, and who at the same time has a moderate amount of business judgment. There is no reason why such a man should not succeed."

"But thousands fail," said I.

"That is true," said Mr. Walsh. "There are many failures in every business. It is said that 95 per cent. of our merchants fail at some time in their lives. I doubt if the percentage of failures is greater among miners. One trouble is that those who invest in mines are not careful to have their first study in geology. If you test a mine properly, going down alongside of the vein and taking out samples, you will get a better estimate of its value just as closely as you can that of any other investment. There is always a speculative value beyond, and

as a rule you should pay for only that which is in sight."

Advice to Young Men.

"Then would you advise young men to take up mining as a profession?" "I don't see why they should not," said Mr. Walsh. "Their success will depend largely upon themselves, but I see no reason why they should not. There is a great success in mining as in other trades and professions. There is a vast amount of gold and silver in the world. I doubt, indeed, if it will ever be exhausted. The main trend of the Rockies has been scratched over and parts of it have been partly explored; but there are innumerable spurs and cross ranges, the contents of which are unknown. There are many a little valley or side hill in the Rockies not yet dug into which may contain gold, and no one knows how much. Some of the best of my properties do not cover as much land as the surface of two Washington city blocks. There are many a little unknown valley in the Rockies out of which will be taken hundreds of millions of dollars' worth of gold ore."

A Word About the Camp Bird Mine.

"Tell me how you discovered the Camp Bird mine, Mr. Walsh?"

"I bought that property as a silver and lead proposition," was the reply. "It had been unsuccessfully mined for silver and lead and millions of dollars had been spent in tunneling the region and in taking out ore. I thought by consolidating the mine and by concentrating the effort on tunneling the region and in taking out ore. I thought by consolidating the mine and by concentrating the effort on tunneling the region and in taking out ore. I thought by consolidating the mine and by concentrating the effort on tunneling the region and in taking out ore."

"The first mine did not notice that they did not think they had any gold worth mining, and in their search for silver and lead they threw away as waste thousands of dollars' worth of stuff which we have since ground up and sent to the millers. In going over the region, seeing this rock, I told my assistant that I was sure it contained gold. Shortly after that I had to go on account of my health, and I left instructions to have the region prospected, and assays made. When I returned the next day, ready for me, but I would not look at them until I had gone out and made further investigation for myself. I found that my first idea was correct—that there was gold and lots of it. I developed the property, and we have taken some millions of dollars out of it. Altogether more than ten million dollars have been taken out of that immediate region since I discovered that gold was in the place."

"Are there many discoveries of that kind, Mr. Walsh?" I asked.

"Not many," was the reply, "but every now and then gold is found in a form or in a region not supposed to contain it. The Cripple Creek country was tramped over for years before it sprang forth into a great mining camp, and the same may be said of some of the Utah gold regions and others. It was not until after the discoveries in eastern Australia that the great gold resources of western Australia were ascertained; and the mines of South Africa, which are of colossal value. Indeed, we suppose that we now know where the chief gold of the world is, but we cannot be sure."

A Great Gold Trust.

"Will the time ever come when the gold mines of the world will be controlled by some mighty trust, or when a gold syndicate may control the mines of the United States?"

"I think not," said Mr. Walsh. "There is no reason for such a combination. Gold mining to a large extent is an individual proposition. The smelting is usually done near the mines, and there are different forms of production of different ores. You can carry iron and steel to one great melting center, and there are reasons why combinations of capital can greatly decrease the cost of production and the proportionate profits. It is not so in mining. The only thing that a trust could do might be in the cost of administration. I don't think a great trust at all practicable, and I doubt if it would pay."

FRANK G. CARPENTER.

THE HORSE SHOW AT ATLANTIC CITY

Society Deeply Interested in This Event—Guests From Richmond.

(Special to The Times-Dispatch.) ATLANTIC CITY, N. J., July 20.—Atlantic City has been deeply interested in the Horse Show during the past week, as it is the society event of the season, and as usual has been well attended. Among the entries this year are several from the large stock of thoroughbreds of A. E. Ashbrook of Missouri and Virginia. In these the western visitors are considerably interested, and betting in a small way as to the owners of the entries taking prizes against those from the East.

Mrs. John Spratley, of Elberon, Va., has entered her saddle horse, Constance in the class, while A. E. Ashbrook has several entries in the first and second class roadsters, the middle weight hunters and thoroughbreds. Mrs. Spratley is here in person to show off and take charge of her exhibit during the week. During the closing days of the sirliners convention, several of the Temples, one from Detroit, marched into the ocean in their bright and pretty costumes. A couple which comes from Richmond, Va., were loudly applauded in their drills. Among the officers elected to the Imperial 22, Sheet, of Richmond, who is elected as Imperial Recorder.

During the coming week the League of Mayors meet and on the week commencing August 1st the Postmasters Association of the United States holds its annual convention. The annual show of babies which always creates more or less of a sensation here has been delayed owing to the difficulty this year in getting material to make a good showing. Babies are a scarce commodity this season, at least presentable stock.

An eloquence which created considerable gossip during the week was that of John Segim, for many years engaged in business in Indianapolis and well known to the farming interests of Virginia. He came to visit his fiancée, Miss Catherine Chandler, of New York, a few days ago, and as the parents of the young lady objected to their keeping company, they stopped and were married here at the Rudolf, they returned to New York to seek the forgiveness of Miss Chandler's parents.

Among the guests here from Richmond are Col. A. G. Evans, who is a sojourner at the Elberon. He saw active service in the Confederate army.

A party at The Belmont are Mr. and Mrs. H. W. Rountree, Miss Rountree and Mrs. A. Aver.

At the Dunlop T. C. Waldorf and Mrs. H. A. McCurdy and daughters have registered for a few weeks.

Mr. and Mrs. Wm. Saunders and family had so far down for a few weeks, and are at The Tabor Inn.

Mr. James Pleasant is at The Dennis, and G. S. Sheet is stopping for a few days at The Dunlop.

Mr. M. Miller and Miss Coup are at The Avon Inn, and S. C. Lake is staying a week longer at the same hotel.

R. F. Lewis has registered at The

THE GREAT SPECIAL SALE OF PIANOS CONTINUES.

Last week we disposed of a great deal of our stock, but there are some fine Pianos still to be had at bargain prices.

YOU SHOULD REMEMBER

that this sale is actually forced on us. We were compelled to make extensive improvements in our store, and our stock of Pianos is in the way of the workmen. It is a case of disposing of the stock at a sacrifice or paying for storage room, and we prefer to sell the Pianos.

The Special Sale Prices Will Continue This Week.

- \$600 Pianos will be sold at \$490. \$550 Pianos will be sold at \$390. \$450 Pianos will be sold at \$325. \$350 Pianos will be sold at \$269. \$300 Pianos will be sold at \$237. \$250 Pianos will be sold at \$190.

4 More of those Elegant Pianos, Such as We Sold Last Week, to Go at \$150 Cash Each.

These four Pianos are superb instruments, full sized and embodying all the latest mechanical improvements and besides we guarantee them for ten years.

Your Particular Attention is Called To Our Terms.

We will sell Pianos on terms as low as \$1.50 per week. Organs can be bought as low as fifty cents per week. Square Pianos as low as \$2.00 per month.

Compare Our Prices and the Grade of Goods With Prices Quoted You Elsewhere.

and you will discover that it means simply the saving of \$25 to \$200 on your purchase.

Our sale embraces all the elegant Pianos manufactured and distributed by THE CABLE COMPANY. PIANOS THAT HAVE GIVEN SATISFACTION ALL OVER THE WORLD AND HAVE ENABLED THIS COMPANY TO BECOME THE LARGEST MANUFACTURERS OF PIANOS AND ORGANS IN THE WORLD.

This is your opportunity, don't miss it.

THE -CABLE- COMPANY, 213 EAST BROAD STREET, Largest Piano and Organ Manufacturers in the World. J. G. CORLEY, Manager.

Advertisement for Tee-Dee Want Ads, featuring a grid of 'BUSINESS BRINGERS' and contact information for J. G. Corley.

Advertisement for Baldwin & Brown, featuring a grid of 'BUSINESS BRINGERS' and contact information for the firm.

Advertisement for Monk's Cement, featuring a large 'Monk' logo and text describing the product's benefits for roofing and construction.

Hamilton, and J. Watson is at The Gray. I. S. Smith, from same city, is at The Seaside. Mr. Tanner, a cotton goods manufacturer from Alexandria, is at the Strand with his wife and family.